

Message Text

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ORIGIN NEA-13

INFO OCT-01 ISO-00 EB-11 CU-04 DODE-00 L-03 CAB-09 CIAE-00

COME-00 INR-10 NSAE-00 RSC-01 FAA-00 OMB-01 TRSE-00

AID-20 PM-07 NSC-10 SPC-03 SS-20 IO-14 SSO-00 INRE-00

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DRAFTED BY NEA/ARP:SWBUCK:BGG
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EB/AV:CDUDLEY
CU/NEA:AALLEN
DOD/ISA:CMDR. SICK

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O R 212226Z JAN 74
FM SECSTATE WASHDC
TO AMEMBASSY KUWAIT IMMEDIATE
INFO AMEMBASSY BEIRUT

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E.O.: 11652: N/A
TAGS: ET PRO EAID
SUBJ: PAN AM AIRPORT CONTRACT
REF: KUWAIT 261

BEIRUT FOR RCAA
KUWAIT PASS MUSCAT

1. ALTHOUGH WE WILL MAKE EVERY EFFORT BE HELPFUL, WE
DO NOT ENTIRELY UNDERSTAND WHY NEGOTIATIONS NOW HINGE ON
TRAINING FEATURE SINCE RICE TOLD US PRIOR TO DEPARTING
FOR MUSCAT THAT \$100,000 IN TRAINING HAD BEEN AGREED
UPON AS PART OF CONTRACT DURING PREVIOUS VISIT. ALSO,
PROPOSED TRAINING FOR 6 OMANIS COULD NOT COST MORE THAN
5 PERCENT TO MAXIMUM 10 PERCENT OF \$835,000 FEE. IF THIS
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TRAINING NECESSARY TO OBTAIN CONTRACT, WE WOULD HAVE

THOUGHT PAN AM PREPARED COVER COST, ESPECIALLY IN LIGHT
POSSIBILITIES PAN AM ENTRY INTO LUCRATIVE GULF MARKET.

2. UNTIL QUESTION WHY PAN AM CANNOT PROVIDE TRAINING
CLARIFIED, WE WOULD PREFER DEFER ANY USG OFFERS TO OMANIS
RE TRAINING. HOWEVER, GIVEN RICE'S PRESENCE IN MUSCAT
AND DELICATE STAGE OF NEGOTIATIONS, EMBASSY AUTHORIZED
DRAW ON FOLLOWING RE POSSIBLE US ASSISTANCE TO OMAN
IN CIVIL AVIATION TRAINING:

(A) FAA WILLING ACCEPT THREE QUALIFIED OMANIS FOR TRAINING
AT OKLAHOMA CITY FAA ACADEMY. TUITION IS NORMALLY \$2,500
PER PERSON FOR APPROXIMATE 20 WEEK BASIC COURSE, BUT
FAA WILLING REDUCE TUITION COST BY 40 PERCENT FOR
OMANIS AS LDC. FAA COULD ALSO ARRANGE FOR REDUCED ROOM
RATE FOR TRAINEES OF SIX DOLLARS PER DAY. ROOM/BOARD
WOULD HAVE TO BE COVERED BY PAN AM OR OMANI GOVERNMENT,
UNLESS SUCH TRAINING COULD BE DONE UNDER ICAO AUSPICES.

(B) NAVY ACADEMY: IF QUALIFIED, THREE OMANIS COULD BE
ADMITTED TO U.S. NAVY FORECASTING SCHOOL UNDER FMS.
COST OF TUITION WOULD BE \$1,130 FOR 16-WEEK BASIC COURSE
AND \$1,400 FOR ADDITIONAL 22-WEEK COURSE. COST ROOM
AND BOARD ON BASE RELATIVELY MODERATE: DOD BALLPARK
ESTIMATE \$10-15 PER DAY PER STUDENT. UNFORTUNATELY,
NAVY UNABLE COVER ANY OF ABOVE COSTS. COURSE IS IN
WEATHER FORECASTING, NOT AIR TRAFFIC CONTROL.

(C) IN ADDITION, CU WILLING IN PRINCIPLE, SUBJECT
AVAILABILITY FUNDS, TO UNDERTAKE ENGLISH LANGUAGE
TRAINING FOR LIMITED NUMBER CANDIDATES TO REACH ACCEPTABLE
LEVEL FOR ABOVE TWO COURSES, PROVIDED SUITABLE PROGRAM
IS NEEDED AND CAN BE WORKED OUT. TRAINING COULD BE
EITHER IN BEIRUT OR U.S. OR BOTH.

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